FACILITY NEEDS		INVENTIVE APPROACH
CASH-STRAPPED, WITH OBSOLETE TECHNOLOGY	1	LOW-COST, MONTHLY HARDWARE + CONNECTIVITY FEE
INCOMPATIBLE LEGACY SYSTEMS REQUIRING MASSIVE, WASTEFUL DATA RE-ENTRY	1	FULLY INTEGRATED RELATIONAL DATABASE AND APPLICATIONS
LACK OF COMPUTER -LITERATE PERSONNEL	†	INTUITIVE, "POINT & CLICK" GRAPHICAL INTERFACE, WITH
INCREASING REGULATORY AND MARGIN PRESSURE	†	ACTOMATIC REPORT GENERATION MANAGEMENT INSIGHT WITH EARLY-WARNING CLINICAL COMPLIANCE AND COST-SAVING CONTRACT COMPLIANCE
VENDOR NEEDS		
CASH-STRAPPED, WITH OBSOLETE TECHNOLOGY	†	LOW-COST, MONTHLY HARDWARE + CONNECTIVITY FEE
PROTECTIVE OF EXISTING CUSTOMERS RELATIONSHIPS	†	VENDOR-NEUTRAL: NO GROUP PURCHASING THREAT
VULNERABLE TO COMMODITY PRICING	1	NO RETAIL E-COMMERCE MODEL
ANXIOUS TO EXPAND SHARE	1	MARKETING, NETWORK AND SERVICE INTEGRATION
	_	

FIG. 1

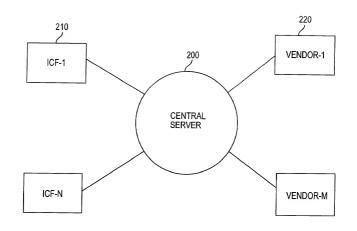


FIG. 2

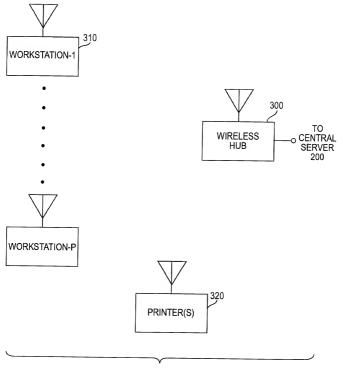


FIG. 3

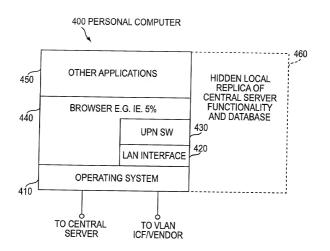
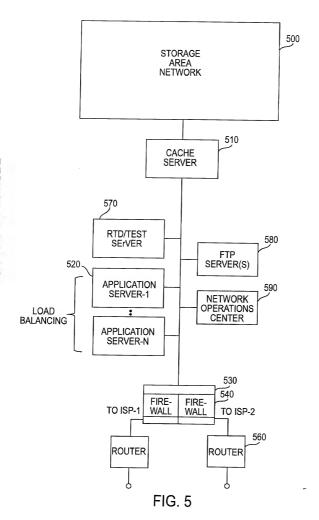


FIG. 4



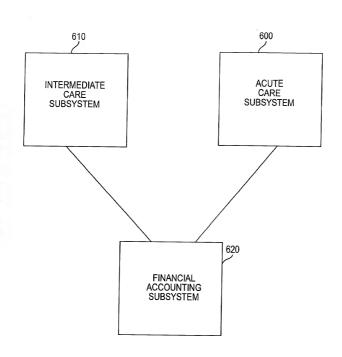


FIG. 6

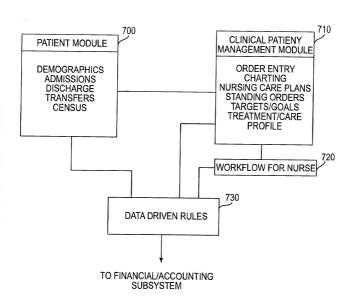


FIG. 7

ACCOUNTING AND FINANCIAL SUBSYSTEM

800

ACCOUNTS RECEIVABLE ACCOUNTS PAYABLE BILLING GENERAL LEDGER

FIG. 8

INTERMEDIATE CARE SUBSYSTEM

900

ELECTRONIC PROCUREMENT VENDOR COMPLIANCE CLINICAL COMPLIANCE CLINICAL TRIALS MDS MANAGER

FIG. 9

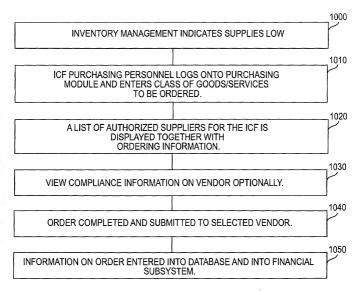


FIG. 10

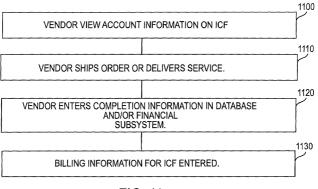


FIG. 11

· 1/ *.

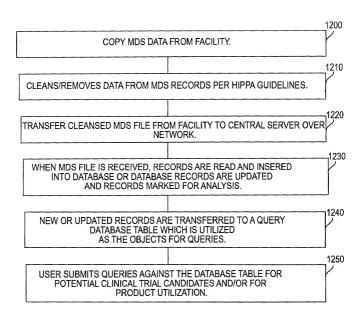


FIG. 12

I. SYSTEM WIDE

- A. NORTH AMERICA (ENTERPRISE)
 - 1) CANADA (SUB ENTERPRISE)
 - A) ONTARIO
 - B) BRÎTISH COLUMBIA
 - 2) UNITED STATES OF AMERICA (SUB ENTERPRISE)
 - A) GLOBAL HEALTH
 - B) COLUMBIA HEALTH
 - (1) WEST COAST
 - (A) CALIFORNIA
 - HOSPITAL 1 (FACILITY)
 - LONGTERM CARE FACILITY 16 (FACILITY)
 - PSYCHIATRIC HOSPITAL 2
 - CLINIC 3 (INSTITUTION)
 - -LONG TERM CARE UNIT
 - -CLINIC 4
 - (2) EAST COAST
 - (3) MIDWEST

FIG. 13

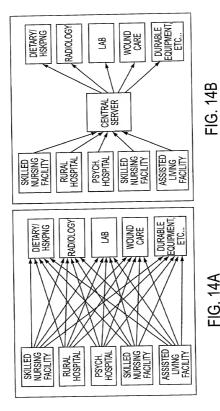


FIG. 14A

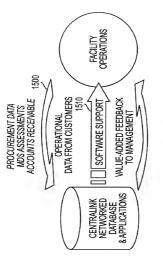
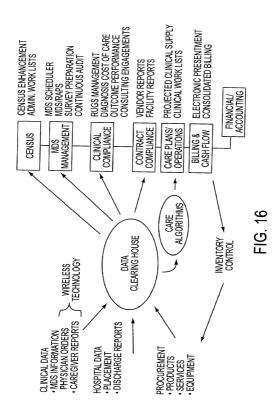


FIG. 15



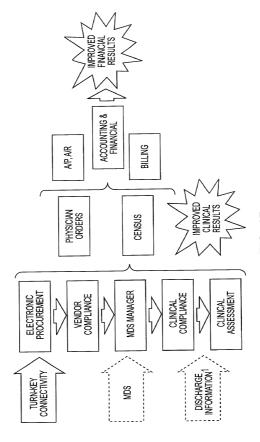


FIG. 17

6 mg . 8 m

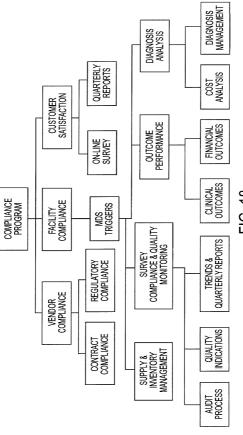
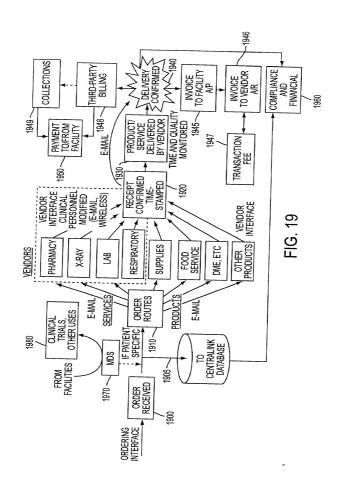


FIG. 18



C 20 18 7

ACCESS TO CENTRALIZED SOFTWARE APPI ICATIONS	CENTRAL INK OTHER ACDO	OTHER
	,	\
TURN-KEY CONNECTIVITY	> `	> :
READY-TO-USE HARDWARE PACKAGE	> >	× >
INTEGRATED SUITE OF PROPRIETARY CORE APPLICATIONS	> >	< ×
INTEGRATED E-PROCUREMENT	. >	×
INTEGRATED CLINICAL AND CONTRACT COMPLIANCE	. >	×
INTEGRATED MOBILE CONNECTIVITY (HANDHELDS, WIRELESS)	>	×
INTEGRATED SUITE OF NEXT-GENERATION APPLICATIONS	>	×
(INVENTORY MGMT, CENSUS ENHANCEMENT, CLINICAL TRIALS)		
VALUE-ADDED SERVICE MARKETPLACE (AR FINANCING, CREDENTIALING, ETC)	>	×
MANAGEMENT INSIGHT, ENHANCED PROFITABILITY AND BETTER PATIENT CAPE	>	×

FIG. 20